

Eric Womack

Subject: BriefCam Demo
Location: HPD-ConferenceRoom

Start: Tue 7/17/2018 11:00 AM
End: Tue 7/17/2018 12:00 PM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: Matthew Brown
Required Attendees: Kevin Mccollough; Kurtis Smith; Dan Lassos; Erik Wade (Erik.Wade@BriefCam.com); Eric Womack
Resources: HPD-ConferenceRoom

Dan Lassos/Erik Wade – Address is 3380 North Harbor Drive, San Diego, CA 92101 (San Diego Harbor Police Department Headquarters Building).

Kevin McCullough and I had received a virtual demo from Dan and Erik and believe this analytical software has potential for our AOR.

<https://www.briefcam.com/solutions/security-safety/>

Matthew Brown

Homeland Security Program Manager
San Diego Harbor Police Department
San Diego Unified Port District

3165 Pacific Highway, San Diego, CA 92101
(o) 619.686.6524 • (c) 619.838.1699



Eric Womack

From: Erik Wade <Erik.Wade@BriefCam.com>
Sent: Friday, November 16, 2018 11:45 AM
To: Matthew Brown; Eric Womack
Subject: Briefcam Updates
Attachments: Briefcam_v5.3_Datasheet.pdf

Gentlemen,

I wanted to reach out and update you that we just released our newest version 5.3 with the new Facial Recognition engine and new features. The power of our analytic solution has been leaps and bounds ahead of the rest and we've just received another award by a security group at ISC East. I know you were looking at several other options but I'd very much like to see what we can do to deploy a POV so you can see it in action and give you the chance to "kick the tires". I am currently working with SDPD to deploy Briefcam at their new Real Time Crime Center for the entire city which would greatly help you as some of the camera coverage would benefit each other. Below is the press release in case you haven't seen it. Happy Holidays if I don't speak to you till after.

<https://www.briefcam.com/company/press-releases/briefcam-announces-real-time-face-recognition-for-enhanced-situational-awareness/>

Thanks,

Erik Wade

Director of Sales – Western Region, USA & Canada, BriefCam

USA (Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington, Wyoming)

Canada (Alberta, British Columbia, Northwest Territories, Saskatchewan, Yukon)

Erik.Wade@BriefCam.com

Mobile: [REDACTED]

www.briefcam.com |    

Check out this 2-minute video [HERE](#).

[Schedule a demo today](#)

Briefcam in the News:

[Dearborn, MI](#)

[Hartford, CT](#)



BRIEFCAM v5.3

DATASHEET

BriefCam

BriefCam's comprehensive Video Content Analytics platform drives exponential value from surveillance camera investments by making video searchable, quantifiable and actionable. Review hours of video in minutes; quantitatively analyze video to derive actionable insights for data driven safety, security and operational decision making; and respond immediately to critical situational changes in the environment, all while effectively balancing sensitivity, accuracy and efficiency:

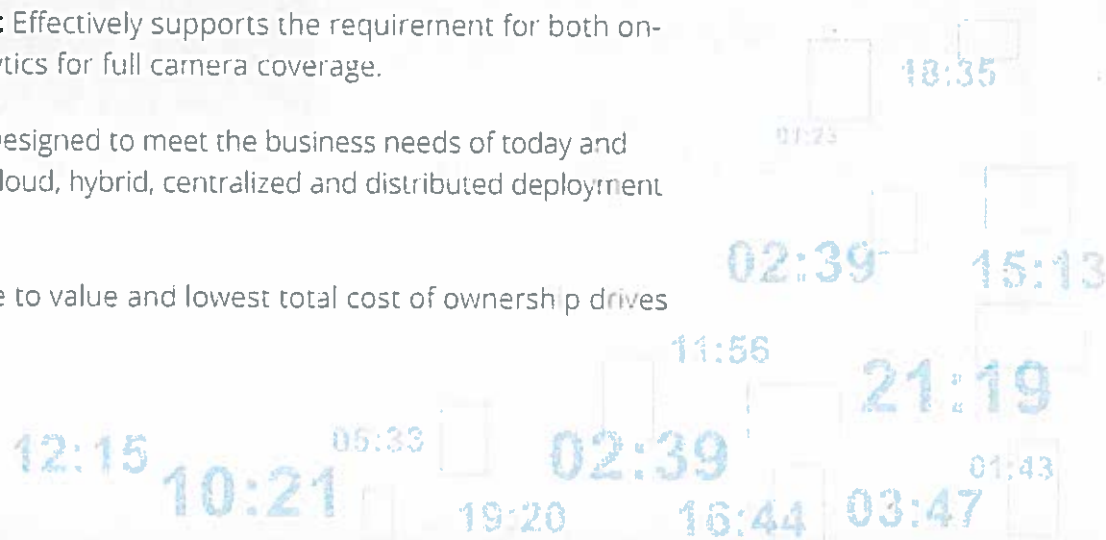
COMPREHENSIVE & EXTENSIBLE: A robust portfolio of critical video analytics capabilities fully integrated for a "better together" paradigm.

UNMATCHED ACCURACY: Leverage market leading accuracy for detection, classification and recognition across object classes, attributes, behaviors and faces

SUPERIOR PERFORMANCE: Effectively supports the requirement for both on-demand and real-time analytics for full camera coverage.

FLEXIBLE ARCHITECTURE: Designed to meet the business needs of today and tomorrow with on premise, cloud, hybrid, centralized and distributed deployment options.

EASE OF USE: Quickest time to value and lowest total cost of ownership drives



BriefCam

BRIEFCAM SOLUTIONS



REVIEW

Accelerate Investigations

CASE MANAGEMENT: Organize all video assets of an investigation in a single container, bookmark objects of interest, and summarize case findings (including all relevant exhibits) in an exportable report, while dynamically collaborating on cases with other users.

VIDEO SYNOPSIS: Simultaneously presents objects that have appeared at different times within the video. The result is a dramatically shorter video segment that fully preserves the viewer's ability to analyze the scene, enabling the review of hours of video in minutes and sometimes seconds.

MULTI-CAMERA SEARCH: Advanced multi-camera search powerfully identifies men, women, children and vehicles of interest with speed and precision, using appearance similarity, apparel, color, size, speed, path, direction, and dwell time filters.

APPEARANCE SIMILARITY: Instantly locate people, vehicles, and other items of interest by searching for similar looking objects.

FACE RECOGNITION: Accurate face recognition rapidly pinpoints people of interest using digital images extracted from the video or from external sources.

VISUAL LAYERS: Create visual analytics for activity, dwell time, common paths and object interaction.

FILTER PRESETS: Save filter settings for later reference and retrieval across all modules.

FILTER TOLERANCE: Adjust tolerance levels to refine search results for class, attributes, color, dwell time, direction, area, path, and face and appearance similarity.

DENSITY & SPEED CONTROL: Increase or decrease the number and speed of events shown at once.

SORT CONTROL: View the events by relevance or by order of occurrence.

ZOOM IN: Easily zoom in to items of interest.



RESEARCH

Derive Operational and Business Intelligence

POWERFUL OPERATIONAL INTELLIGENCE PLATFORM:

Leverages video metadata aggregated over time to quantitatively analyze video for data driven safety, security and business decision making.

DASHBOARD LIBRARY: Out-of-the-box, extensible library of vertical-specific dashboards to visually represent object movement and interaction, demographic segmentations, behavior trending, hotspots and object interactions.

HIGHLY CUSTOMIZABLE: Interactive and easy to use dashboards for visualizing and analyzing data.

CUSTOM DIMENSION ANALYSIS: Define dimensions for enabling advanced, detailed area and path analysis.

THIRD PARTY DATA SOURCES: Seamlessly correlate video content with 3rd party data sources such as Point of Sale, Time Management, and Access Control, for a uniquely informative view of your environment.

FLEXIBLE SCHEDULING: Schedule daily or one-time dashboard generation, for any VMS video source.



BriefCam v5.3 Review & Search With Face Recognition



RESPOND

Attain Situational Awareness

REAL-TIME ALERTS: Trigger real-time alerts, based on face recognition, vehicles and people of interest in time sensitive situations. (Currently available for Bosch, FLIR Latitude, Genetec Security Center, IndigoVision and Milestone XProtect).

SMART ALERTS: Respond to complex situational changes in the environment, while effectively balancing sensitivity, accuracy and efficiency.

WATCHLISTS: Scalable face recognition watchlist management and powerful alert rule configuration enables rapid notification of events in your environment.

NOTIFICATIONS: Send notifications to messaging services, VMS alarms area and Chrome browsers. (Alarms area integration for Genetec Security Center and Milestone XProtect).



DEVELOPER TOOLS

Better Together

HTTP REST GENERIC PLUG-IN: Enables third party integration with BriefCam solutions, including real-time (RSTP) video ingestion.

BRIEFCAM RESPOND OUTBOUND API: Enables integration of BriefCam alerts into third party alerting infrastructure.



ADMINISTRATION

Flexible Deployment Options

VMS PLUG-INS: Add and remove an unlimited number of VMS plug-ins.

CAMERA MANAGEMENT: View and add activated cameras.

USER MANAGEMENT: Add and remove users.

ACTIVE DIRECTORY: Assign licenses to active directory users.

PROCESSING TASKS: Display and manage current and previous processing tasks and queues.

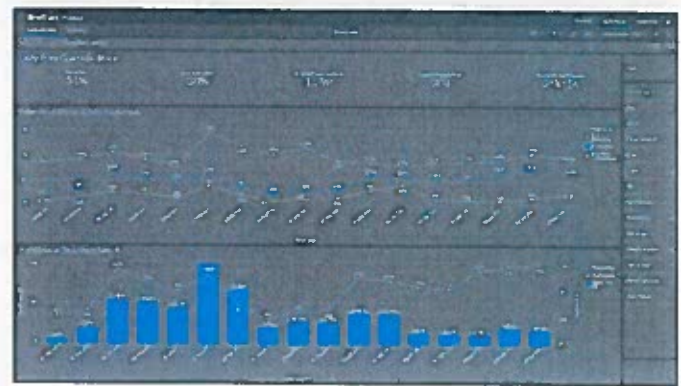
SSO COMPATIBILITY: Secure sign-in authentication.

GDPR COMPLIANCE: Easily delete or export personally identifiable data, enabling GDPR compliance.

BRIEFCAM AT WORK



BriefCam v5.3 Review & Search With Object Interaction



BriefCam v5.3 Quantitative Insights With Customizable Dashboards & Reports



BriefCam v5.3 Customizable Alerts with Real-Time Face Recognition

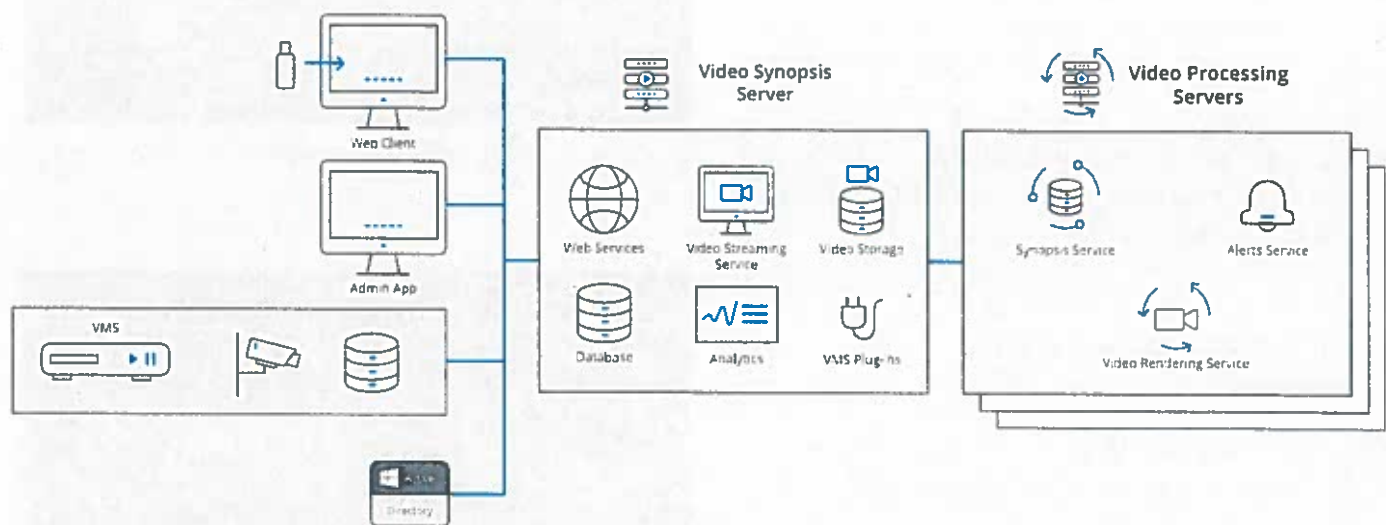
PLATFORM ARCHITECTURE

SOLUTION COMPONENTS

VIDEO SYNOPSIS (VS) SERVER: Responsible for web, video streaming, data analytics and aggregation services, metadata database, video file storage, load balancing, VMS plug-ins, and user management.

PROCESSING SERVER (PS): Responsible for video decoding, rendering, object extraction and classification. Comprised of single or multiple GPU cards. Multiple servers can be deployed per site depending on video processing requirements.

DISTRIBUTED ARCHITECTURE



PLATFORM EDITIONS

BRIEFCAM INVESTIGATOR	BRIEFCAM INVESTIGATOR FOR TEAMS	BRIEFCAM PROTECT	BRIEFCAM RAPID REVIEW	BRIEFCAM INSIGHTS
File-based	File-based	File-based and VMS	VMS	VMS
Review	Review	Review, Research, Respond	Review	Review, Research, Respond
Single-user	Multi-user	Multi-user	Multi-user	Multi-user

OBJECT FILTERS

SOURCE	Limit objects to specific cameras or files
TIME RANGE	Limit the search criteria to specific time ranges
CLASS	<p>Select Classes based on their category or their specific member objects:</p> <p>Class Categories: People, Two-Wheeled Vehicles, Other Vehicles, and Animals</p> <p>People Class: Man, Woman, Boy, and Girl</p> <p>Two-Wheeled Vehicle Class: Bicycle and Motorcycle</p> <p>Other Vehicles Class: Car, Pickup, Van, Truck, Bus, Train, Airplane, and Boat</p> <p>Animals Class: Dog, Cat, Bird, and Horse</p>
ATTRIBUTES	<p>Select Attributes within a Class to further refine the search:</p> <p>Lower Wear: Long, short and by color</p> <p>Upper Wear: Short/No Sleeves, long sleeves and by color</p> <p>Hats: Hats, No Hats</p> <p>Bags: Backpacks, Handheld Bags</p>
COLOR	Identify objects according to any combination of Brown, Red, Orange, Yellow, Green, Lime, Cyan, Purple, Pink, White, Grey, and Black
SIZE	Select objects based on their actual (real-life) size from a histogram of sizes relevant to a specific case
SPEED	Select objects based on their actual speed from a histogram of speeds relevant to a specific case
DWELL	Select objects dwelling for longer than a certain period in a scene
DIRECTION	Select objects according to their direction as visually seen in the video
APPEARANCE SIMILARITY	<p>People Similarity: Identify similar looking people</p> <p>Vehicle Similarity: Identify similar looks vehicles</p>
FACE RECOGNITION	<p>View All Faces: View all the faces that were detected in a case</p> <p>Search by Face: Search by face match, external image or watchlist</p>
AREA	Identify objects included or excluded within one or more user-defined 3- or 4-sided polygon areas
PATH	Identify objects traveling along one or more user-defined path

02:39 21:19 18:35 16:44 11:56
 12:15 05:33 10:21
 02:39 01:43 15:13 19:20 03:47

TECHNICAL SPECIFICATIONS

SUPPORTED RESOLUTION	Minimum CIF, Maximum 4K
SUPPORTED FRAME RATE (FPS)	8-30 frames per second
SUPPORTED VIDEO FILE FORMATS	.AVI, .MKV, .MPEG4, .MOV, .WMV, .DVR, .ASF, .RT4, .DIVX, .264, .H264, .H265, .GE5, .TS, .3GP
SUPPORTED CODECS	H.264, H.265/HEVC, MPEG-4, H.263
FILE-BASED INGESTION	Multi-file videos or single file videos
SUPPORTED VMS PLATFORMS	Avigilon, Bosch, CASD, Digifort, Exacq, FLIR (formerly DVTel), Genetec, GeoVision, Hikvision, IndigoVision, Milestone, OnSSI/SeeTec, Qognify (formerly Nice), Salient, and Verint
SUPPORTED CAMERA TYPES	Fixed Cameras
SINGLE SIGN-ON (SSO)	Microsoft Active Directory, including user groups (OU support)
FACE RECOGNITION	Minimum Face Size: 30x30 pixels
SUPPORTED LANGUAGES	Brazilian Portuguese, Chinese Simplified, Chinese Traditional, Danish, Dutch, English, Finnish, French, German, Japanese, Korean, Latin Spanish, Turkish, Vietnamese
SUPPORTED BROWSERS	Google Chrome Desktop

ADMINISTRATION AND MANAGEMENT SPECIFICATIONS

STORAGE AND DATABASE	Oracle Database 11g Release 2, Express and Standard Editions
PORTS & PROTOCOLS	HTTP/HTTPS: 80, 443, 8094, 8099, 8666, 8669 (Web Services) LDAP: 389 (Video Synopsis Server) SQL*Net: 1521 (Oracle client)

ABOUT BRIEFCAM

BriefCam is the industry's leading provider of Video Synopsis[®] and Deep Learning solutions for rapid video review and search, face recognition, real-time alerting and quantitative video insights. By transforming raw video into actionable intelligence, BriefCam dramatically shortens the time-to-target for security threats while increasing safety and optimizing operations. BriefCam's award-winning products are deployed by law enforcement and public safety organizations, government and transportation agencies, major enterprises, healthcare and educational institutions, and local communities worldwide. For more information about transforming video surveillance into actionable intelligence, visit www.briefcam.com

Eric Womack

From: Matthew Brown
Sent: Friday, August 17, 2018 7:04 PM
To: Kurtis Smith; Eric Womack
Subject: Briefcam v. Vintra

Food for thought and for a future discussion, Briefcam was adamant we listen to some additional justification for why we should choose them over Vintra, so I heard them out yesterday on a 30-minute conference call. I took good notes and will get with you two sometime in the near future for further discussion. We concur video integration and analytics would definitely be a force multiplier for us and probably for other departments within the District as MarCom and People Strategies work towards doing things 'smarter'. More later.

I am out of the office next week Mon-Wed at a DHS workshop in Dublin, CA, back Thursday. Primary purpose of the workshop is developing recommendations and standards for suspicious activity reporting deconfliction in large regions such as the San Diego region.

Matt

Eric Womack

From: Dan Lassos <DLassos@CIMGroupInc.com>
Sent: Thursday, October 18, 2018 10:15 AM
To: Matthew Brown
Cc: Erik Wade (Erik.Wade@BriefCam.com)
Subject: CIM Group/ BriefCam follow up for San Diego Port

Hi Matt, are you still considering the BriefCam solution to enhance your surveillance system? Are you available to take a call from Erik and I today or tomorrow?

Regards,
Dan

Dan Lassos
Executive Security Consultant
CIM Group Inc./BriefCam Partner
Anaheim Calif
[REDACTED] Direct

*Technical integrated security solutions protecting people, critical assets and customers.
Video Surveillance, Access Control, Bullet Resistant Barriers, Vaults, Safes, Alarms , ATM's Design,
Installation & Service*

Eric Womack

From: Dan Lassos <DLassos@CIMGroupInc.com>
Sent: Thursday, August 16, 2018 2:20 PM
To: Matthew Brown
Subject: CIM Group/ BriefCam proposal
Attachments: Port of San Diego Proposal 8-16-18.pdf

Follow Up Flag: Flag for follow up
Flag Status: Flagged

Matt, per our conversation is the BriefCam software proposal.

Regards,

Dan

Dan Lassos
Commercial Executive Security Consultant
CIM Group Inc.
Anaheim Calif
[REDACTED] Direct

*Technical integrated security solutions protecting people, critical assets and customers.
Video Surveillance, Access Control, Bullet Resistant Barriers, Vaults, Safes, Alarms , ATM's Design,
Installation & Service*

Deployment of BriefCam Software for Port of San Diego

Prepared by: CIM Group, Inc.





August 16, 2018

Matt Brown
Homeland Security Program Manager
San Diego Unified Port District

REFERENCE: Deployment of BriefCam Video Synopsis Software for Port of San Diego

Dear Matt,

As a BriefCam partner and Security integrator based in Anaheim, CA, CIM Group, Inc. is pleased to provide you with the following proposal for the installation of BriefCam video synopsis software for the Ports 300 fixed cameras.

SUMMARY OF DELIVERABLES

1. Installation of Protect software and licenses for the Ports 300 fixed cameras.
2. Protect software gives you the capability to pull data directly from your fixed cameras and your Investigators will be able to upload third party video they collect in the field.
3. Protect software provides ability to Review, Research, and Respond modules. Desktop , tablet or mobile
4. Software cost includes licenses five for (5) concurrent users
5. Professional Services - installation, programming, testing, integration & training 3 days
6. BriefCam's unique fusion of Computer Vision and Deep Learning technologies, together with its Patented Video Synopsis® application, enables
 - a) Rapid review hours of video in just minutes and the ability to quickly pinpoint people and
 - b) objects of interest
 - c) Quantitative insights from your video surveillance data for decision support
 - d) Near real-time notification of critical security, safety, and operational events impacting Your organization so that you can manage events
7. Includes integration to Genetech VMS and the 300 cameras using the Genetech VMS.

CIM GROUP, INC. - CORPORATE OFFICE
960 E. DISCOVERY LANE • ANAHEIM, CA 92801-1149
(714) 956-2827



PRICE SUMMARY

- Item 1:** Protect base licenses includes licenses for 100 cameras and 5 concurrent users.....= **\$71,250.00**
- Item 2:** Protect licenses for additional 200 cameras at \$237.50 each= **\$47,500.00**
- Item 3:** Professional services-installation, VMS integration & training 3 days= **\$ 6,000.00**
- Item 4:** Annual Maintenance.....= **\$ 23,750.00**
Includes all software upgrades with new features & functionality

TOTAL: \$148,500.00

***NOTE:** CIM Group, Inc. is not responsible if cameras are stolen or damaged by vandals or workers.*

The cost for the above scope of work is **\$148,500.00** (plus tax). P.O. # _____

NOTES: This proposal assumes all work can be done during normal working hours unless otherwise specified. Any clerical errors regarding quantity, price extension, specification of items is subject to correction and revision as necessary.

TERMS: 50% due upon order entry (CIM will send invoice) and 50% due at installation completion.

DELIVERY: Standard delivery is within 30 days. Could be sooner or later base on client's request.

WARRANTY: 12 Months from installation completion date.

Thank you for the opportunity to present this quote. We look forward to working with you on this project. If you have any further questions or concerns, please do not hesitate to contact me directly.

Sincerely,

Dan Lassos
Account Executive
CIM Group, Inc.
(714) 318-6387

CIM GROUP, INC. - CORPORATE OFFICE
960 E. DISCOVERY LANE • ANAHEIM, CA 92801-1149
(714) 956-2827

CIM Group Inc. Proposal Terms of Sale

1. **Terms and Conditions of Sale** - All offers and sales of items shall be governed exclusively by the terms and conditions set forth in this Agreement. Customer acceptance of any offer shall be strictly and exclusively subject to the terms and conditions set forth in this Agreement. Any terms that are additional, inconsistent or contradictory to the terms of this Agreement shall be void and shall NOT be part of this Agreement. Customer's payment for or use of any items in the attached Proposal shall constitute Customer's assent to the terms and conditions of this Agreement. This proposal shall be valid for sixty (60) days following the date of this proposal.
2. **Delivery** - Delivery of all items shall be made upon installation of the items set forth in the attached Proposal. CIM Group Inc shall NOT be responsible for any delays in delivery due to causes beyond CIM's reasonable control, as further defined in Section 7 of these Terms of Sale.
3. **Software** - All software used is proprietary, no rights to possession are granted to Customer. Software is licensed to Customer solely for purposes of operating the installed items and equipment and for no other purpose.
4. **Warranty** - Items are warranted to be free of defects in materials and workmanship (parts and labor) for a period of one year from the date of installation. Customer agrees to follow all instructions for the operation and use of the installed items. **THE FAILURE TO FOLLOW INSTRUCTIONS FOR THE OPERATION OF INSTALLED ITEMS, OR THE CONNECTION OF ITEMS NOT INSTALLED OR APPROVED BY CIM, OR MODIFICATION OF ANY ITEMS INSTALLED BY CIM SHALL VOID THIS WARRANTY.**
5. **Limitation of Liability** - The liability of CIM, its contractors, agents and suppliers, relating to the operation of any installed item or software, shall be limited solely and exclusively to, at CIM's option, to either:
 - a. Repair or replacement of any defective part
 - b. Refund of the amount paid by customer for the item that is alleged to be defective.

OTHER THAN DAMAGES THAT ARISE FROM BODILY INJURY OR PROPERTY DAMAGE CAUSED BY CIM GROUP INC DURING INSTALLATION ON SITE, IN NO EVENT SHALL CIM, ITS CONTRACTORS, AGENTS OR SUPPLIERS BE LIABLE FOR ANY THEFT, LOST PROFITS, LOST FUNDS, LOSS OF BUSINESS, OR FOR ANY KIND OR NATURE WHATSOEVER, WHETHER ALLEGED TO ARISE FROM BREACH OF CONTRACT OR IN TORT, INCLUDING WITHOUT LIMITATION, ANY ALLEGED NEGLIGENCE, FAILURE TO WARN, FAILURE TO PROVIDE PROPER INSTRUCTION, OR STRICT LIABILITY.

As a material consideration for CIM entering into this Agreement, Customer agrees that notwithstanding the foregoing limitations CIM has any liability whatsoever, such liability shall not exceed the price or initial charge for the specific item(s) directly connected with such liability or \$25,000, whichever is greater.
6. **Taxes** - Except as are clearly noted in the Proposal, prices for items and services are exclusive of taxes such as excise, Sale, use or value added taxes which may be imposed. If CIM pays or is required to collect such taxes, Customer agrees to pay or reimburse CIM within ten (10) business days of receipt of invoice. If Customer disputes the tax, Customer shall provide evidence of exemption from said tax and hold CIM harmless from and against any claims. Customer agrees to pay any interest or penalties as well as legal costs of defending against any such claim.
7. **Force Majeure** - Should circumstances occur beyond the control of Customer or CIM that render performance of any obligation under this Agreement impossible, the obligation will be postponed for such time as is reasonably necessary, or cancelled if it has become impossible. This language shall not excuse either party from paying amounts owed under this Agreement, nor shall CIM be responsible for the cost of delays beyond its reasonable control.
8. **Selection of Location** - Customer is SOLELY responsible for determining the suitability of locations in which items are installed, including provisions for utility and communication services. Installation shall be completed from 8am to 5pm, Monday to Friday; additional charges may apply if work must be completed at other times or on holidays. Should local conditions require that personnel be used other than CIM employees or contractors, Customer agrees to pay any additional expenses for their use.
9. **Failure to Pay** - Should Customer fail to pay any amount when due, and such non-payment continues for 30 days or more, Customer shall pay interest of 1 1/2% per month or the maximum rate permitted by law (whichever is less) on the entire unpaid balance for each month or portion thereof that payment is late. Should Customer wish to postpone scheduled installation, Customer shall pay all costs, including but not limited to, costs for storage and insurance on the item during the delay. Storage costs shall be 1 1/4% of the charge of the item per month until delivery.
10. **Entire Agreement** - This Agreement states the entire agreement between Customer and CIM concerning the subject matter hereof and supersedes all prior proposals or agreements whether oral or written. No alteration, waiver or modification of any provision of this Agreement shall be effective unless it is in writing, expressly indicates that it modifies this Agreement, and is signed by the duly authorized representative of both Customer and CIM. In the event of any conflict or inconsistency in the terms of this Agreement, the terms in this CIM Proposal Terms of Sale page shall control. This Agreement shall be construed under the laws of the State of California.
11. **Privacy Policy** - CIM Group Inc. treats any and all personally-identifying information as confidential and will not be shared. CIM Group Inc. employees will not review, obtain, or speak about any and all material during any time spent at any customer location or through customer contact with anyone other than specified. CIM Group Inc. has security measures in place to protect the personally identifying information you submit to us once it is received. When you communicate with CIM Group Inc. via electronic communications, however, your communication is not necessarily secure and is subject to all of the risks of electronic communications, such as unauthorized entry or use, hardware or software failure, and other factors that may compromise the security of Personal Information at any time. CIM Group Inc. assumes no responsibility for the security of any Personal Information you submit via electronic communications.

Please initial that you have reviewed the terms _____

Eric Womack

From: Erik Wade <Erik.Wade@BriefCam.com>
Sent: Thursday, August 16, 2018 9:20 AM
To: Matthew Brown
Cc: Dan Lassos
Subject: RE: Aug 16 BriefCam / Port of San Diego meeting

Matthew,

Dan is driving at the moment and asked that I reach out to let you know that we'll call you then. What is the best number to reach you for the call?

Thanks,

Erik Wade

Director of Sales – Western Region, USA & Canada, BriefCam

USA (Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington, Wyoming)

Canada (Alberta, British Columbia, Northwest Territories, Saskatchewan, Yukon)

Erik.Wade@BriefCam.com

Mobile: 714-614-0477 |

www.briefcam.com |    

Check out this 2-minute video [HERE](#)

[Schedule a demo today](#)

Briefcam in the News:

[New Orleans](#)

[Hartford, CT](#)

From: Matthew Brown <mbrown@portofsandiego.org>
Sent: Thursday, August 16, 2018 9:09 AM
To: Dan Lassos <DLassos@CIMGroupInc.com>
Cc: Erik Wade <Erik.Wade@BriefCam.com>
Subject: Re: Aug 16 BriefCam / Port of San Diego meeting

I can take a call Dan, but will not be available until approx 12 noon.

Matthew Brown
Homeland Security Program Manager
San Diego Unified Port District
O: 619-686-6524
C: 619-838-1699

Sent from my iPhone

On Aug 16, 2018, at 9:07 AM, Dan Lassos <DLassos@CIMGroupInc.com> wrote:

Matt, I just read your message. We have a few questions. Can you take a quick call from me this morning? We have some valuable information to share that will impact your decision.

Thanks,

Dan

From: Matthew Brown <mbrown@portofsandiego.org>
Sent: Thursday, August 16, 2018 8:05 AM
To: Dan Lassos <Dlassos@CIMGroupInc.com>
Cc: Erik Wade (Erik.Wade@BriefCam.com) <Erik.Wade@BriefCam.com>
Subject: Re: Aug 16 BriefCam / Port of San Diego meeting

Dan - I spoke further with our team yesterday and although we do not want to terminate the BriefCam Option, currently we are seeking the approval and funding for the purchase. That stated, let's hold off on today's meeting until we are closer to taking action.

Thank you,

Matthew Brown
Homeland Security Program Manager
San Diego Unified Port District
O: 619-686-6524
C: 619-838-1699

Sent from my iPhone

On Aug 7, 2018, at 1:24 PM, Dan Lassos <Dlassos@CIMGroupInc.com> wrote:

Matt, I sent you the calendar invite. I also spoke with Erik Wade from BriefCam. Erik is very familiar with Vintra – Ai video analytics and will explain the many differences / Benefits of the BriefCam solution compared to Vintra. Can you also invite Kurtis Smith your IT Program manager along with Captain Eric Womac ?

Regards,

Dan

Dan Lassos
Executive Security Consultant
CIM Group Inc.
Anaheim Calif
[REDACTED] Direct

Technical integrated security solutions protecting people, critical assets and customers.

Video Surveillance, Access Control, Bullet Resistant Barriers, Vaults, Safes, Alarms , ATM's Design, Installation & Service

Eric Womack

From: Matthew Brown
Sent: Thursday, October 25, 2018 5:46 PM
To: Dan Lassos
Cc: Erik Wade (Erik.Wade@BriefCam.com)
Subject: Re: CIM Group/ BriefCam follow up for San Diego Port

Dan/Erik,

We appreciate your reach back to us. As you may have heard or learned, the Port was hit with a ransomware attack on 9/25/2018 and it completely took down our network. Needless to say, it has been quite disruptive and severely altered our business operations. Our IT Department has worked tirelessly and methodically since that event toward incident response and compromise recovery. We have a great deal of subject matter expertise as boots on the ground assisting us with the recovery process. We are still likely three weeks from being back up and operating where we were before the event. If there is any good news related to the event, it will have moved us forward faster on the IT side and we will be much better off than we were before, i.e., Windows 10 in place, new or reimaged laptops and hard drives, new and expanded end point protections, additional network segmentation, etc.

All that stated, the focus has been on restoration and recovery; unfortunately, not on new technology such as Briefcam brings to the table. Once we are back up and operating we will be back in a position to examine tools such as Briefcam brings to the table. We all agreed we need such an aggregator of video imaging and are attracted to the agnostic characteristics of Briefcam.

Thank you for your patience as we go through this process on our end. In the event you do not hear back from us, please do not hesitate to check back in with us towards the end of November.

V/r,
Matt

Matthew Brown
Homeland Security Program Manager
San Diego Harbor Police Department
San Diego Unified Port District
o: (619) 686-6524
c: (619) 838-1699

From: Dan Lassos <DLassos@CIMGroupInc.com>
Sent: Thursday, October 18, 2018 10:15:04 AM
To: Matthew Brown
Cc: Erik Wade (Erik.Wade@BriefCam.com)
Subject: CIM Group/ BriefCam follow up for San Diego Port

Hi Matt, are you still considering the BriefCam solution to enhance your surveillance system? Are you available to take a call from Erik and I today or tomorrow?

Regards,

Dan

Dan Lassos

Executive Security Consultant

CIM Group Inc./BriefCam Partner

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Video Surveillance, Access Control, Bullet Resistant Barriers, Vaults, Safes, Alarms , ATM's Design,
Installation & Service***

Eric Womack

From: Dan Lassos <DLassos@CIMGroupInc.com>
Sent: Thursday, January 3, 2019 10:33 AM
To: Matthew Brown
Cc: Erik Wade (Erik.Wade@BriefCam.com)
Subject: RE: CIM Group/ BriefCam follow up for San Diego Port

Happy New year Matt, are you ready for Erik and I to come back and pick up where we left off? Before the ransomware attack you were seeking approval for funding but some one on your team had some questions about a competitive solution and how it compares to BriefCam. We would be glad to come back and answer any questions and demonstrate the solution again if needed.

Sincerely,

Dan

From: Dan Lassos
Sent: Monday, October 29, 2018 10:32 AM
To: 'Matthew Brown' <mbrown@portofsandiego.org>
Cc: 'Erik Wade (Erik.Wade@BriefCam.com)' <Erik.Wade@BriefCam.com>
Subject: RE: CIM Group/ BriefCam follow up for San Diego Port

Matt, thank you for the update. So sorry to hear about the ransomware attack. We will reconnect with you at the end of the November. In the meantime if you need to speak with us sooner you can call us at 714-318-6387.

Best Regards,

Dan Lassos
CIM Group Inc./ BriefCam Partner

From: Matthew Brown <mbrown@portofsandiego.org>
Sent: Thursday, October 25, 2018 5:46 PM
To: Dan Lassos <DLassos@CIMGroupInc.com>
Cc: Erik Wade (Erik.Wade@BriefCam.com) <Erik.Wade@BriefCam.com>
Subject: Re: CIM Group/ BriefCam follow up for San Diego Port

Dan/Erik,

We appreciate your reach back to us. As you may have heard or learned, the Port was hit with a ransomware attack on 9/25/2018 and it completely took down our network. Needless to say, it has been quite disruptive and severely altered our business operations. Our IT Department has worked tirelessly and methodically since that event toward incident response and compromise recovery. We have a great deal of subject matter expertise as boots on the ground assisting us with the recovery process. We are still likely three weeks from being back up and operating where we were before the event. If there is any good news related to the event, it will have moved us forward faster on the IT side and we will be much better off than we were before, i.e.,

Windows 10 in place, new or reimaged laptops and hard drives, new and expanded end point protections, additional network segmentation, etc.

All that stated, the focus has been on restoration and recovery; unfortunately, not on new technology such as Briefcam brings to the table. Once we are back up and operating we will be back in a position to examine tools such as Briefcam brings to the table. We all agreed we need such an aggregator of video imaging and are attracted to the agnostic characteristics of Briefcam.

Thank you for your patience as we go through this process on our end. In the event you do not hear back from us, please do not hesitate to check back in with us towards the end of November.

V/r,

Matt

Matthew Brown

Homeland Security Program Manager

San Diego Harbor Police Department

San Diego Unified Port District

o: (619) 686-6524

c: (619) 838-1699

From: Dan Lassos <DLassos@CIMGroupInc.com>

Sent: Thursday, October 18, 2018 10:15:04 AM

To: Matthew Brown

Cc: Erik Wade (Erik.Wade@BriefCam.com)

Subject: CIM Group/ BriefCam follow up for San Diego Port

Hi Matt, are you still considering the BriefCam solution to enhance your surveillance system? Are you available to take a call from Erik and I today or tomorrow?

Regards,
Dan

Dan Lassos
Executive Security Consultant

CIM Group Inc./BriefCam Partner
Anaheim Calif

Direct

***Technical integrated security solutions protecting people, critical assets and customers.
Video Surveillance, Access Control, Bullet Resistant Barriers, Vaults, Safes, Alarms , ATM's Design,
Installation & Service***

Eric Womack

From: Matthew Brown
Sent: Tuesday, November 6, 2018 1:56 PM
To: Kevin Mccollough; Kurtis Smith
Subject: RE: Kurt Whittaker

I continue receiving calls from Briefcam and AlertUs. I explained the setback and that we would better be in a position to revisit such enhancements when we are back up.

Take a look at the AlertUs link: <https://www.alertus.com/>

This does not replace Everbridge, but can enhance.

Matthew Brown

Homeland Security Program Manager
San Diego Harbor Police Department
San Diego Unified Port District

3165 Pacific Highway, San Diego, CA 92101
(o) 619 686 6524 • (c) 619 838 1699



From: Kevin Mccollough <kmccollough@portofsandiego.org>
Sent: Tuesday, November 6, 2018 12:24 PM
To: Kurtis Smith <ksmith@portofsandiego.org>
Cc: Matthew Brown <mbrown@portofsandiego.org>
Subject: RE: Kurt Whittaker

Yeah... he called last month and I told him about our minor IT setback...

From: Kurtis Smith
Sent: Tuesday, November 6, 2018 12:23 PM
To: Kevin Mccollough <kmccollough@portofsandiego.org>
Cc: Matthew Brown <mbrown@portofsandiego.org>
Subject: Re: Kurt Whittaker

Kurt Witcher of Ares?

Kurt Smith
Port of San Diego
(619) 538-2595

On Nov 6, 2018, at 12:05 PM, Kevin Mccollough <kmccollough@portofsandiego.org> wrote:

Kurt,

What are we doing with these guys with the video enhancement technology? Bruce keeps calling me to set something up. What's our way ahead?

Kevin

Kevin McCollough
Port Security Manager
PORT OF SAN DIEGO – San Diego Harbor Police
3380 North Harbor Drive, San Diego CA 92101
O: 619.725.6077 C: 619.990.5680
<image003.png>

Eric Womack

From: Matthew Brown
Sent: Tuesday, November 6, 2018 2:21 PM
To: Kevin Mccollough; Kurtis Smith
Subject: RE: Kurt Whittaker

I concur. I'll set up another virtual demo with them for first week of December.

Matthew Brown

Homeland Security Program Manager
San Diego Harbor Police Department
San Diego Unified Port District

3155 Pacific Highway, San Diego, CA 92101
(o) 619.686.6524 • (c) 619.638.1699



From: Kevin Mccollough <kmccollough@portofsandiego.org>
Sent: Tuesday, November 6, 2018 2:05 PM
To: Matthew Brown <mbrown@portofsandiego.org>; Kurtis Smith <ksmith@portofsandiego.org>
Subject: RE: Kurt Whittaker

I like alertus! We could really use something like that... even something as simple as big voice loudspeakers.

From: Matthew Brown
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<image003.png>

Eric Womack

From: Brent Boekestein <brent@vintra.io>
Sent: Monday, August 6, 2018 8:57 AM
To: Bruce Whitaker
Cc: Kurtis Smith; Kevin Mccollough; Matthew Brown; ewomak@portofsandiego.org
Subject: Re: Vintra's AI-Driven Video Intelligence

Gents - Let me add my thank you to Bruce's. It was great to see you and I hope we can get going on a trial and ultimately win your trust and business. As I mentioned, we are eager to have a forward-thinking port in our customer base.

Regards,

Brent

On Mon, Aug 6, 2018 at 8:46 AM, Bruce Whitaker <bwhitaker@vintra.io> wrote:
Kurt, Kevin, Matt, and Eric:

Between myself and Brent Boekestein from Vintra, Inc., we wanted to thank the team at Port of San Diego for hosting us last Thursday morning.

We appreciated getting to know more about each of you, and the goals you are hoping to achieve at POSD. Vintra is in business to help organizations become more productive with personnel associated with video surveillance:

#1 - Maximize the use of your existing personnel (Existing Workflow with video investigation)

#2 - Leverage AI associated with your cameras to create a true force-multiplier (Quickly capture the data you need, both after-the-fact, and real-time)

Vintra's FulcrumAI leverages the latest advancements in video processing and AI technology to help POSD capture the most important events effecting its properties.

We expect you'll use FulcrumAI on Fixed and Mobile cameras (PTZ, Drone, Dash/Body-Cams, and Cell phone) coming from the Seaport, Airport, and surrounding community.

For the future, we expect you'll appreciate two important factors with Vintra:

First, we are a local California-based company, very focused on customer support throughout the life of our technology. Second, we concentrate on developing analytics capabilities that relevant to your most important use cases. As this program evolves for POSD, Vintra will enable POSD with the type of capabilities it needs to be successful.

As a next step, Vintra recommends a free cloud-based pilot of FulcrumAI. Once you are ready, we can activate the trial, and help you fully experience our technology.

Please see these two documents we promise to provide you:

[Vintra+FulcrumAI+Solution+-+Summary+V3.pdf](#)
[How AI Powers a 10x Improvement in Investigations NATIA 2018](#)

Please feel free to reach out to me with any questions about our technology. I will follow-up with Kurt Smith towards the end of this week.

Thank you for your time and consideration!

Sincerely,

Bruce Whitaker
Sales
Vintra, Inc.
Know What the Cameras Know
623.215.5077
bwhitaker@vintra.io

--

Brent Boekestein
CEO
Vintra, Inc.
650.833.9024
brent@vintra.io
www.vintra.io

Eric Womack

From: Bruce Whitaker <bwhitaker@vintra.io>
Sent: Tuesday, September 4, 2018 11:33 AM
To: Kurtis Smith; Kevin Mccollough; Matthew Brown; ewomak@portofsandiego.org
Cc: Brent Boekestein
Subject: Re: Vintra's AI-Driven Video Intelligence

Kurt, Kevin, Matthew, and Eric:

After having been in the video analytics industry for 15 years, I am very excited about what Vintra brings to the table with its FulcrumAI product:

1. Nicely integrated with your Genetec VMS investment
2. A unique approach to AI and Deep Learning that distinguishes itself over our competition (Briefcam)
3. A level of support that I have not witnessed in the past. Vintra is local, and loaded with engineering support personnel
4. Our free cloud-based trial provides Port of San Diego an excellent hands-on experience to build your confidence in a future purchase

We know that San Diego Airport is a future stakeholder to Harbor Police. San Antonio Airport just completed their free trial, and the technology exceeded their expectations.

Please let me know if we can engage again to make plans for next steps. We are eager and ready to partner with Port of San Diego in leveraging video intelligence.

Thank you,

Bruce Whitaker
Vintra, Inc.
623-215-5077 C.
bwhitaker@vintra.io

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From: Bruce Whitaker <bwhitaker@vintra.io>
Sent: Monday, August 6, 2018 8:47 AM
To: Kurtis Smith; Kevin Mccollough; Matthew Brown; ewomak@portofsandiego.org
Cc: Brent Boekestein
Subject: Vintra's AI-Driven Video Intelligence

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